

Message Text

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ACTION COME-00

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R 131535Z AUG 74

FM AMEMBASSY THE HAGUE

TO SECSTATE WASHDC 4130

INFO AMEMBASSY SOFIA

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E.O. 11652: N/A

TAGS: XH, ETRD, EINV

SUBJECT: U.S. SUBSIDIARIES PARTICIPATION IN INDUSTRIAL
COOPERATION ARRANGEMENTS

REF: STATE 173905

1. WE KNOW OF NO INDUSTRIAL COOPERATION RELATIONSHIP BETWEEN DUTCH-BASED US FIRMS AND EASTERN EUROPEAN COUNTRIES. SUCH FIRMS ARE FREE TO NEGOTIATE SUCH ARRANGEMENTS UNDER COOPERATION AGREEMENTS CONCLUDED WITH MOST EE COUNTRIES BY GON AND WE BELIEVE THAT SEVERAL AMERICAN COMPANIES HAVE EXPLORED POSSIBILITIES BUT THEY ARE UNDER NO OBLIGATION TO INFORM EITHER GON OR THIS EMBASSY OF ARRANGEMENTS MADE OR CONTEMPLATED. (SEE HAGUE 2087). WE HAVE CHECKED WITH MINISTRY OF ECONOMIC AFFAIRS OFFICIAL WHO ADMINISTERS COOPERATION UMBRELLA AGREEMENTS AND HE PROFESSES TO BE UNAWARE OF PROJECT AGREEMENTS INVOLVING AMERICAN COMPANIES.

2. WE KNOW THAT DOW CHEMICAL IN TERNEUZEN HAS BARTER ARRANGEMENT FOR DELIVERY OF BASIC CHEMICALS PRODUCED AT TERNEUZEN IN EXCHANGE FOR SOVIET NAPHTHA SUPPLIES. FURTHER, INFORMATION ON THIS RELATIONSHIP, TO EXTENT IT IS RELEVANT, IS CONTAINED IN HAGUE 5452, 12/28/73.

3. KINETICS TECHNOLOGY INTERNATIONAL B.V. HAS BEEN NEGOTIATING WITH GOVERNMENT OF BULGARIA AND POSSIBLY OTHERS FOR
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TURNKEY CHEMICAL PLANTS BUT PRESENT STATUS OF THIS NEGOTIATION

TIATION IS UNKNOWN TO EMBASSY AND KEY KINETICS TECHNOLOGY OFFICIALS ARE CURRENTLY ON SUMMER VACATION. EMBASSY SOFIA MAY HAVE DETAILS.

4. WE ASSUME THAT SEVERAL AMERICAN ENGINEERING COMPANIES BASED IN NETHS, CHIEFLY IN PETROCHEMICALS FIELD, ARE INTERESTED IN PROJECTS SIMILAR TO THOSE IN PARA 3 ABOVE BUT WE HAVE NO INFORMATION READILY AVAILABLE. ONLY POSSIBILITY OF OBTAINING FURTHER DETAILS WOULD BE BY CIRCULARIZING UPWARDS OF 500 US SUBSIDIARIES HERE POTENTIALLY INTERESTED IN DOING BUSINESS ON COOPERATIVE BASIS WITH EE STATE AGENCIES BUT DURING THIS VACATION PERIOD IT IS EXTREMELY UNLIKELY THAT USEFUL RESPONSES WOULD BE AVAILABLE BY AUGUST 26.

5. IN COOPERATION WITH AMERICAN CHAMBER OF COMMERCE HERE EMBASSY PLANS SYMPOSIUM SEPT 25 FOR AMERICAN SUBSIDIARIES INTERESTED IN DOING BUSINESS IN EASTERN EUROPE. WE COULD ATTEMPT TO SOLICIT INFORMATION FROM PARTICIPANTS AT THAT SYMPOSIUM IF SUCH INFORMATION WOULD STILL BE USEFUL IN CONTEXT OF DEPARTMENT'S RESEARCH. PLEASE ADVISE.
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